

## Message Text

UNCLASSIFIED

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14

ACTION NEA-10

INFO OCT-01 EB-07 ISO-00 /018 W  
----- 074716

R 251600Z AUG 75  
FM AMEMBASSY JIDDA  
TO SECSTATE WASHDC 2241  
USDOC WASHDC

UNCLAS JIDDA 5931

E.O. 11652: N/A

TAGS: BTIO, SA

SUBJECT: TRADE AND INVESTMENT OPPORTUNITY

1. MR. FOUAD MEHHAM, DIRECTOR OF SAWARY TRADING AND CONTRACTING CO., A NEWLY FORMED JIDDA-BASED FIRM OWNED BY THE SULEYMAN FAMILY (AHMED ABDULLAH) VISITED THE EM-BASSY AUGUST 24 AND EXPRESSED HIS INTEREST IN FINDING A U.S. CONTRACTOR TO SET UP A FACTORY IN JIDDA TO CONSTRUCT PRE-FAB HOUSING AND TO SUPPLY ALREADY BUILT PRE-FAB HOUSING FOR DIRECT IMPORT WHILE THE FACTORY IS UNDER CONSTRUCTION.

2. MR. LAHHAM, AN MBA GRADUATE FROM THE UNIVERSITY OF CHICAGO, WILL VISIT THE U.S. OCTOBER 8-18, ACCOMPANIED BY MR. SULEYMAN FOR THE FIRST SEVEN DAYS. IF PROSPECTS WARRANT FURTHER ATTENTION, MR. LAHHAM IS WILLING TO EXTEND HIS VISIT. HE WILL USE WASHINGTON AS HIS HOME BASE, BUT WILL TRAVEL ANYWHERE IN THE U.S. TO SEE EXAMPLES OF CONTRACTOR'S WORK IF HE FEELS IT WORTH HIS EFFORT.

3. MR. LAHHAM REPEATEDLY EMPHASIZED THAT PRE-FAB HOUSING, NOT CONSTRUCTION EQUIPMENT AND MATERIALS, IS WHAT HE IS INTERESTED IN. TIME IS A KEY FACTOR, AND HE PLACES THE IMPORTING OF PRE-FAB HOUSING FIRST, AND THE CONSTRUCTION OF A FACTORY SECOND. HE IS NOT INTERESTED IN DISCUSSING IDEAS FOR THE FUTURE, BUT WANTS A FIRM WHICH IS NOW MAKING PRE-FAB HOUSES WHICH WOULD BE

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IMMEDIATELY AVAILABLE FOR EXPORT TO THE KINGDOM.

4. ACTION: REQUEST CAGNE DRAW UP APPOINTMENTS LIST TO  
BE FORWARDED TO EMBASSY JIDDA NO LATER THAN MID-SEPTEMBER.  
EMBASSY HAS ALREADY PLACED LAHHAM IN CONTACT WITH NATIONAL  
SAVINGS AND LOAN BOARD AND TURNER CONSTRUCTION WHO ARE  
SEEKING SUCH VENTURES IN SAUDI ARABIA.  
AKINS

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## Message Attributes

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